

Representative Ike Skelton's Procurement Conference



Featured Luncheon Speaker
Congressman Silvestre Reyes
Chairman of the House
Intelligence Committee

Wednesday, May 30, 2007

7:30 am - 4:00 pm

University of Central Missouri

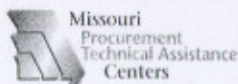
Warrensburg, MO

University Union Building

Room 234B

Parking available in Lot M

In Cooperation with:



This publication has been developed by the Missouri SBDC in partnership with the U.S. Small Business Administration.

Dear Friends:

It gives me great pleasure to announce the annual small business Federal Procurement Conference at the University of Central Missouri (UCM) in Warrensburg, Missouri. The year 2007 marks the 19th edition of this event — a tradition aimed at enhancing economic development by improving access to information for Missouri's small businesses.

We are pleased to have a distinguished group assembled at UCM to facilitate small business development in the Show-Me State. The list of representatives from both industry and government is impressive. We are especially grateful to have with us two special representatives from the U.S. government. Congressman Silvestre Reyes, Chairman of the House Intelligence Committee, will provide us with an outstanding keynote lunch speech, and RDML Kathleen Dussault, U.S. Navy Supply Corps, will be with us to explain government purchasing practices and provide specific advice for potential contractors.

All told, the 2007 conference is sure to be the best ever. Please join us at UCM and join me in giving a warm Missouri welcome to Congressman Reyes and RDML Dussault.

Ike Skelton, M.C.

CONGRESSMAN IKE SKELTON

A leader in the House on defense issues, **Congressman Skelton** is the Chairman of the House Armed Services Committee. Skelton's district is home to Fort Leonard Wood, Whiteman Air Force Base, and the Missouri National Guard Training Center. Skelton was instrumental in bringing the Army Engineer School to Fort Leonard Wood and the B-2 Stealth bomber to Whiteman. Because the 4th Congressional District is comprised of small towns and farming communities, Skelton looks after the needs of rural America. He is a former chairman of the Small Business Subcommittee on Procurement, Tourism and Rural Development and the Congressional Rural Caucus.

Mr. Skelton, a native of Lexington, was elected to Congress in 1976. He is a graduate of Wentworth Military Academy and the University of Missouri-Columbia, where he received A.B. and LL.B. degrees.



CONGRESSMAN SILVESTRE REYES LUNCHEON SPEAKER

Congressman "Silver" Reyes represents the 16th District of Texas, which includes the City of El Paso. A Veteran of the Vietnam War, he has devoted his life to public service. From 1969 to 1995, Reyes served in the U.S. Border Patrol as an agent, an immigration inspector, an instructor at the Border Patrol Academy, the Assistant Regional Border Patrol Commissioner, and the Sector Chief of the Border Patrol.



Mr. Reyes was elected to Congress in 1996 and has been a leader on national security, veterans, and border issues. In 2006, House Speaker Nancy Pelosi selected Reyes to serve as Chairman of the House Intelligence Committee, which provides Congressional oversight of the 16 agencies that comprise the U.S. intelligence community. He also serves on the House Armed Services Committee and the House Veterans' Affairs Committee.

RDML KATHLEEN DUSSAULT UNITED STATES NAVY

RDML Kathleen Dussault is the Deputy Assistant Secretary of the Navy (Research, Development, and Acquisition). She advises the Navy's senior Acquisition Executive on business matters concerning Navy and Marine Corps programs and provides policy and oversight of the Navy's procurement system. She received her commission from Officer Candidate School in Newport, RI, in 1979, graduated from the University of Virginia in 1977 with a degree in American Government, and graduated from Navy Supply Corps School in 1980. She also has received degrees from the Industrial College of Armed Forces and Columbia Business School.



Rear Admiral Dussault is an expert in military acquisition and financial management and has received the highest levels of certification and professional military degrees in these fields. She has served with distinction in the United States and abroad and has received numerous decorations for her service.

Funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Programs are extended to the public on a non-discriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Shirley Krzesinski at (660) 543-4402.

Agenda

- 7:30 Registration — Room 234B
Coffee and Donuts with Ike Skelton
- 7:30 Contractor and Government Exhibits Open
- 8:25 Exhibits Close
- 8:30 Posting of Colors National Anthem Room 240
Whiteman AFB Color Guard
National Anthem *John Kennedy, UCM*
- 8:40 Welcome & Introduction of Rep. Ike Skelton by
Dr. Aaron Podolefsky, President, UCM
- 8:45 Comments
Rep. Ike Skelton, 4th District
- 9:00 Successful Government Contractor
Mary Lou Jacoby
Warehouse One
- 9:10 Administrative Announcements
- 9:30 Government Procurement, Rm 237A and B
RDML Kathleen Dussault
U.S. Navy
- 10:45 Exhibits Open
- 11:55 Exhibits Close
- 12:00 Luncheon: Lasagna, green salad and garlic
bread or bread sticks

Luncheon Speaker:

Congressman Silvestre Reyes

Chairman of the House Intelligence Committee

- 1:00-3:00 Exhibits Open

TRACK I: Selling to the Government

- 1:00-2:30 Helping you target the government markets
applicable to your business

- 2:45-4:00 Repeat

TRACK II: "Choose Veterans First"

- 1:00-2:30 VA working with Federal agencies and prime
contractors to identify business opportunities for
veterans and service disabled veterans.
- 2:45-4:00 Repeat

TRACK III: Contract Pricing and Estimating

- 1:00-2:30 Learn how to calculate price for service/
construction oriented businesses. Instructors will
discuss effective pricing strategy and concept.
- 2:45-4:00 Repeat

TRACK IV: Funding Your Business-Small Business Innovation Research (SBIR)/ Angel Networks

- 1:00-2:30 Seed funding to strengthen the technological
competitiveness of the state's businesses.
- 2:45-4:00 Repeat

TRACK V: SBA Contracting Programs including Central Contractor Registration (CCR), Dynamic Small Business Search (formerly PRO-Net), SDB certification and HUB-Zone Programs

- 1:00-2:30 The requirement to register in Central Contractor
Registration (CCR), the use of the Dynamic SB
Search engine and the certification process for
the Small Disadvantaged Small Business and
Historically Under Utilized Business Zone programs

TRACK VI: Base and Post Contracting

- 2:45-4:00 The government credit card purchasing program,
the importance past performance plays in the
local procurement environment and using
FedBizOpps to find local purchase opportunities.

TRACK VII: SBA Financing

- 1:00-2:30 Make the most of SBA programs and services.
It's not rocket science. Learn how the SBA
financial assistance programs can help you start
or grow your business application procedures
credit criteria and access to capital.

TRACK VIII: Financing Your Business

- 1:00-2:30 This session explores the various aspects and
methods of financing a business including the ins
and outs that most of us don't see or understand.
This session looks at the aspects of both convention-
al and unconventional methods of financing your
business and reveals secrets and little known facts
of the financial world.
- 2:45-4:00 Continue

TRACK VIII: Business Marketing

- 1:00-2:30 Want a powerful ally? Look at your customer?
We will discuss customer-driven marketing ideas,
word-of-mouth, managing customer data and
how to generate new business.
- 2:45-4:00 Repeat

TRACK IX: Non-Traditional Financial Sourcing and Intellectual Property

- 1:00-2:30 Learn how to explore various opportunities for
financing a new venture and the basic concepts
and requirements of obtaining patents and
trademarks.
- 2:45-4:00 Continue

TRACK X: RFID

- 1:00-2:30 This section explains the most important
features of Radio Frequency Identification.
- 2:45-4:00 **ISO Standards.** This process provides an
understanding of the concepts, intent and the
application of the "process approach" to the ISO
9000 family of Quality Management System
standards.

TRACK XI: Fed Govt Online Marketplace-FedBid

- 1:00-2:30 This training session will introduce you to
www.FedBid.com and explain how GSA's
Federal Acquisition Service uses FedBid.
- 2:45-4:00 Repeat

The following exhibitors exhibited at last year's conference. For this 2007 conference, 200
government buying offices and 1,314 contractors have been invited.

Government:

AAFES; Center for Entrepreneurship & Outreach; UCM (formerly CMSU) Purchasing;
Defense Logistics Agency, Ft. Belvoir; DSCC; Environmental Protection Agency; General
Services Administration; Marine Corps Regional Contracting Office; Metropolitan
Community College; Missouri Army National Guard; Missouri Department of
Transportation; Missouri Procurement Technical Assistance Centers; Missouri Small
Business Development Centers; MoFast; Scott AFB; Small Business Administration; Social
Security Administration; UM Minority Business Development; US Army-TACOM;
US Army Corps of Engineers; US Department of Agriculture; US Department of Housing
& Urban Development; US Department of Interior; US Department of State; US Dept of
Veterans Affairs; Whiteman Air Force Base

Contractors:

Acutek, Inc; AFRAM; Alliant Lake City; American High Temperature Solution; Antester's
Pest Control; B2 Technology Consultant; Black & Veatch; Burns & McDonnell; Cartwright
International; Central Power Systems; Certified Safety Manufacturing; DT Search & Design;
Dup-tek, Inc; EzerSys; Eskilson Engineering Inc; GEHA; Hemeo Corp; Hicks-Carter-Hicks;
HRI; IBS Industries; J S I, LLC; Kelly Co 1st Responders; L & S Montell Enterprises;
Leatherwood Enterprises; Lockheed Martin; Midwest Research Institute; Mulnix Industries;
Northrup Grumman Corp; Precision Floor Marking; Production Products; Project Partners;
ROM3, Inc; Shaw Environmental; Show Me Powder Coating; TDB Communications; The
ARK Enterprises; The Boeing Co; The NNSA's Kansas City Plant/Honeywell; X-Com, Inc.

Name: _____
Title: _____
Business Name: _____
Address: _____
City/State/ZIP: _____
Telephone: () _____
E-mail: _____

Do you have any special dietary or accessibility needs?

Please return this panel with payment of \$49 no later than May 23, 2007.

Please indicate breakout sessions you plan to attend:

Track I ____ Track II ____ Track III ____
Track IV: ____ Track V ____ Track VI ____
Track VII ____ Track VIII ____ Track IX: ____
Track X: ____ Track XI ____

You may register for the Rep. Ike Skelton conference by :
Mailing this form (or)

Going on-line at www.missouribusiness.net/ptac or
www.ucmo.edu.

Make check payable to Small Business Dev. Center.
Mail to: Small Business and Technology Development Center
University of Central Missouri,
Dockery Suite 102, Warrensburg, MO 64093-5275
Phone: (660) 543-4402
FAX (660) 543-8159
Email: sbtde@ucmo.edu
